RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
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September 15, 1997

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#2310 / P. Hill

Eckerds DPC Program: Salem Promotion #701812

Dear Patty:

In reference to the above Promotion, I have encountered the following problems:

1. On 9/12/97 the allocation showed 8 Cases in Drive Period #708, rather than the 9 cases indicated in Linda Forrey's communication to Region Offices. However, after pushing this allocation down to Division 1622 in order to allocate to our direct account Herkimer, I was unable to move this product down to Herkimer. Screen showed 8 cases on top line, but none on 'Available' line.

1. Today, 9/15/97, our Region allocation in Drive Period #708 shows 9 cases (see attached BPE screen) allocated to 16XX. However, after pushing this product down to Division 1622, when I went into #708 to allocate this product to Herkimer Wholesale, the BPE screen indicates 9 cases on the top line, but only 1 case on the 'Available' line (see attached).

It appears there is a 'BPE' problem with this allocation. I would appreciate any assistance you can provide.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. Rush (1610)
L. Forrey (2344)

51845 8084

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2 ALLOCATION BY SALES LEVEL 09/15/97 10:57 AM

NEXT-FN :

SALES LEVEL: 16 BUFFALO REGIO		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 701812	$.30	100	LT	LT
PERIOD	: 708-00	OFF	$.30	$.30	100
			OFF	OFF	$.30
					OFF
	ALLOCATION:	9	9	9	9
SALES LEVEL	AVAILABLE :				
1622 SYRACUSE DIVISION		9	9	9	9

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Quit Retrn Main

51845 8085

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4 ALLOCATION BY SALES LEVEL 09/15/97 10:57 AM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 701812	$.30	100	LT	LT
PERIOD	: 708-00	OFF	$.30	$.30	100
			OFF	OFF	$.30
					OFF
	ALLOCATION:	9	9	9	9	0
ACCOUNTS	AVAILABLE :	1	1	1	1	0

0263000 AUER & COMPANY, INC.
0774000 W. E. BROWN & CO., I
0949310 MID-VALLEY CANDY COM
1779680 DAYS WHOLESALE
2363700 GRAYS WHOLESALE, INC
2785800 HERKIMER WHOL. CO.,
3324000 KEYCO DISTRIBUTORS,
3325200 KEYSTONE TOBACCO CO.
3328800 KEY STORES CO., INC.
3361000 KINNEY DRUGS, INC.

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn DOWN Main

51845 8086

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

MESSAGE CONFIRMATION

DATE:09/15/97 TIME:10:37

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
09/15	10:36	01'00"	813 884 0392	G3-S	003	OK

51845 8087

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

MESSAGE CONFIRMATION

DATE:09/15/97 TIME:10:35

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
09/15	10:34	01'10"	954 735 1957	G3-S	003	OK

51845 8088

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4 ALLOCATION BY SALES LEVEL 09/11/97 04:00 PM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		DORAL LIGHT $.30 OFF	DORAL LT 100 $.30 OFF	DORAL FF $.30 OFF	DORAL FF 100 $.30 OFF	DOR ULT LT 100 $.30
PROMOTION	: 701155					
PERIOD	: 707-00					
	ALLOCATION:	8	16	8	16	8
ACCOUNTS	AVAILABLE :	0	0	0	0	0
3361000	KINNEY DRUGS, INC.					
3471600	GORDON T. KUNTZ & SO					
3758780	MCLANE NORTHEAST COR		8		8	8
4258000	MILLER AUTOMATIC					
4426800	MOUNTAIN CANDY & CIG					
4470000	MUTUAL WHOLESALE SER					
4686000	NORMANS WHOL. GRO. C					
4688000	NORTH COUNTRY CANDY	1	1	1	1	
4693400	NORBETH CORPORATION					
4820000	P & C FOOD MARKETS,					

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn UP DOWN RIGHT Main

Not Ordered

51845 8089

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4 ALLOCATION BY SALES LEVEL 09/11/97 04:01 PM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		DOR	DORAL	DORAL	DORAL	DORAL
PROMOTION	: 701155	MEN	FF	LT	LT	FF
PERIOD	: 707-00	LT	BOX	BOX	BX	BX
		100	$.30	$.30	100	100
		$.30	OFF	OFF	$.30	$.30
	ALLOCATION:	8	0	0	0	0
ACCOUNTS	AVAILABLE :	0	0	0	0	0
3361000 KINNEY DRUGS, INC.						
3471600 GORDON T. KUNTZ & SO						
3758780 MCLANE NORTHEAST COR		8				
4258000 MILLER AUTOMATIC						
4426800 MOUNTAIN CANDY & CIG						
4470000 MUTUAL WHOLESALE SER						
4686000 NORMANS WHOL. GRO. C						
4688000 NORTH COUNTRY CANDY						
4693400 NORBETH CORPORATION						
4820000 P & C FOOD MARKETS,						

Not Ordered

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn UP DOWN LEFT Main

51845 8090

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

9/12/97

Sarah -

Will need to add PO #s to prdt orders & need to order Displays.

Can't order 2nd waves until 9/29.

Salem - couldn't order Wave I & only 8 Cash allocated in Wave I. See Letter

51845 8091

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000

Eckerds DPC

		DORAL (PROMO #701823)		WINSTON (PROMO #701887)		SALEM (PROMO #701812)	
		1st Wave	2nd Wave	1st Wave	2nd Wave	1st Wave	2nd Wave
		To DA: 10/2	To D.A.: 10/20	To D.A.: 10/2	To D.A.: 11/10	To DA: 10/13	To D.A: 11/10
		DTS: 10/20	DTS: 11/3	DTS: 10/20	DTS: 12/1	DTS: 11/13	DTS: 12/1
		10/3		10/3	#527135 (1st wave)		
Region	Direct Account	# Cases Ea Style	#522482 Display	# Cases ea style	#529445 (2nd wave)	# Cases ea style	#530123 Display
13XX	LJ Zucca	18	540	18	540	18	540
		#710: $10,829.37		#709: $10,412.45		[redacted]	
16XX	Herkimer	9	270	9	270	[redacted]	270
[redacted]						[redacted]	
18XX	Modern	1	30	1	30	1	30
22XX	Hackney Pensacola	1	30	1	30	1	30
	Hackney Canton	20	600	20	600	20	600
23XX	Hackney Tampa	20	600	20	600	20	600
26XX	Imperial (LA)	3	90	3	90	3	90
	Imperial (MS)	1	30	1	30	1	30
	GSC (Sulphur Spr)	16	480	16	480	16	480
29XX	Atlantic Dominion	4	120	4	120	4	120
66XX	GSC (Jeff City)	1	30	1	30	1	30
	GSC (Okl)	1	30	1	30	1	30
	Promotion Totals:	95	2850	95	2850	95	2850

9/12/97]

Source: https://www.industrydocuments.ucsf.edu/docs/hmmy0000